Chamber Expands, Adds Services

Mid-Maine Chamber of Commerce welcomes Coastal Enterprise, Inc. (CEI) by housing a Small Business Development Center Advisor in its building expanding its portfolio of business services available under its roof at 50 Elm Street. Currently, Central Maine Growth Council is housed with Mid-Maine Chamber offering workforce development, pre-apprenticeships, foreign trade zone applications, planning, municipal grant writing and business attraction and retention services.

CEI will move into the front, northern office in mid-September and will welcome a new business advisor (announcement forthcoming) who is replacing Janet Roderick who retired on July 7th.

According to its description on the Chamber's Web site, "the Small Business Development Center advisors works directly with existing and prospective small business owners in Northern Kennebec and Somerset Counties regarding business start-ups - survival and expansion.” If you are interested in meeting with an advisor, the best way to request an appointment is to go to the: www.mainebdc.com and click on “request counseling” button.

Kimberly N. Lindlof, president & CEO of Mid-Maine Chamber, lauded CEI’s foresight in approaching the Chamber to become its new home. “At first I was at a loss to figure out where we would put another person in our building although I recognized the symbiotic relationship and perfect fit it would be for our "Continued on page 6"
Hi all, just wanted to write a quick note about the upcoming Coldwell Plourde Real Estate Super Raffle Dinner at the Waterville Elks Banquet Center. For those who have been you know what a great time is had by all, for those who have yet to join us and are wondering what the heck a Super Raffle is, let me tell you!

On the evening of September 28th if you find yourself and a guest lucky enough to have a ticket to this event, you will get a prime rib dinner for two as well as an entry into the super raffle. All entries are guaranteed a prize ranging in value up to $3000!

There are also other fun things throughout the night, 50/50, an open ticket which gives you a second chance to win that $3000 cash, a wheel of prizes like Huhtamaki Chinet Paper Plates, and a chance to win a beautiful piece of jewelry from Day’s Jewelers.

It is a great time to network and make new connections in a relaxed and fun environment. As a member of the board and the chair to the committee of this event I invite all of you to purchase a ticket from the chamber and join us!

-Alison

Addressing the Quality Childcare Need

With the prompting of our local T-Mobile call center, and in response to the needs of other large employers in our region, Mid-Maine Chamber of Commerce is partnering with KinderCare Education to do a study to determine the need for additional and more flexible childcare options in our region.

By "more flexible" I mean ones that operate beyond the normal 5 p.m. workday. Many area businesses and nonprofits operate after 5 p.m. – hospitals, restaurants and other hospitality businesses, T-Mobile, and manufacturing facilities.

It’s philosophy is as follows: KinderCare welcomes children of all abilities, with the commitment to provide quality care and education to each child. We believe every child is a unique individual with varying needs, and we welcome the diversity that brings to our centers. All children and families deserve to be full members of their communities, to have the opportunity for development and learning, and to experience a sense of belonging.

Continued on page 5
Have you heard that healthy people and a healthy community equal a better bottom line for your business? It’s been shown that when a community has a thriving downtown and neighborhoods that promote health – economic growth occurs naturally.

As business leaders in our community, you are already helping to make this come to life in Waterville – with Colby and other investments downtown sparking excitement and growth. A new initiative called “Healthy Places for Healthy People” is going to be another boost to our efforts.

**EPA Smart Growth program**

The Healthy Places for Healthy People initiative, part of the Environmental Protection Agency’s (EPA) Smart Growth program, engages communities and health care partners to create walkable, healthy, economically vibrant communities. The city of Waterville is one of only 10 cities in the nation chosen for this planning assistance program.

An EPA team led workshops with community members, and healthcare and civic leaders on June 26 and 27 to develop an action plan to improve health, protect the environment, and support economic growth. At the first workshop, 90 people from the community turned out to share their thoughts about Waterville’s assets for good health, as well as the barriers and challenges. EPA representatives described the community support for the effort as “amazing” and “impressive.”

Healthy Northern Kennebec (HNK), a local community-based coalition, hosted the workshops at the Muskie Center and at Colby, and will lead the initiative’s Action Plan efforts.

**Support from the business community is critical**

Kim Lindlof, President of the Mid-Maine Chamber attended the workshops. “I think it’s key for us to make the connection between a healthy community, workforce, economy, and a healthy bottom line for businesses.” Lindlof continued, “I encourage more business people to be involved in this initiative because the more we work together, the bigger difference we can make.” The Chamber is already helping with regular articles in this newsletter, and ensuring that healthy community assets, such as trails, will be listed on Chamber maps.

**Goals and Action Steps**

The workshops informed the EPA to help them create initial goals and action steps for Waterville. Using local natural, recreational, cultural, and health assets for economic development, and identifying programs and places in Waterville that are key for increasing access to affordable, healthy food topped the list of goals. A local steering committee will continue work with the EPA, with a final plan to be presented at the HNK annual meeting on September 27.

**For more information or to get involved**

To learn more about Healthy Places for Healthy People, contact Fran Mullin, Director of HNK, 872-4127 or frances.mullin@mainegeneral.org.
Member Calendar

Now thru Nov. 12 10A-5P Marsden Hartley’s Maine at the Colby College Museum of Art
FMI: www.colby.edu/museum

Now thru Sept. 4 9A Windsor Fair
FMI: www.windsorfair.com

Sept. 1 6P Waterville Rocks! Concert Series featuring Adam Ezra Group with Chris Ross & The North
FMI: www.operahouse.org/watervillerocks

Sept. 5 10A-12P Job search lab at Waterville Public Library
FMI: www.watervillelibrary.org

Sept. 6 5:30-8P Life Drawing/Painting with Nude Model at Common Street Arts
FMI: www.commonstreetarts.com

Sept. 7 10A shot gun start GHM Insurance Agency Golf Classic at Belgrade Lakes Golf Club
FMI: www.ghmagency.com

Sept. 8-10 4P Waterville Public Library hosts Cirque Du Geek
FMI: www.watervillelibrary.org

Sept. 12 11:15A Maine Heritage Policy Center Freedom & Opportunity Luncheon
FMI: hnoyes@mainepolicy.org

Sept 13 7:30-9:30A KVHRA meeting at O’Brien’s Restaurant
FMI: www.kvhra.shrm.org

Sept 14 12-3P MaineBiz hosts 2017 Women to Watch at Westin Harborview Hotel of S. Portland
FMI: www.mainebiz.biz

Sept. 14 5-7P Opening reception for Prepare for into the Forest at Common Street Arts
FMI: www.commonstreetarts.com

Sept. 15 10A-7P Camp Ray of Hope at Pine Tree Camp hosted by Hospice Volunteers of Waterville Area
FMI: www.hvwa.org

Sept. 15, 16, 22, 23 7:30P Waterville Opera House presents Calendar Girls
FMI: www.operahouse.org

Sept. 16 9A-3P 2nd Annual MaineAEYC Public Policy and Advocacy Forum at Thomas College
FMI: www.maineaeyc.org

Sept 21 7:30A MaineGeneral Health presents Workplace Health Employer Forum Alfond Center for Health, Augusta
FMI: www.mainehealth.org

Sept. 21 1-5P Maine State Chamber, Thomas College and InfraGard present Maine Cyber Safety Summit at Thomas College
FMI: www.thomas.edu

Sept 22 8P Rippleton Cross performs at Silver Street Tavern
FMI: www.silverstreettavern.com

Sept 22 9P Rustic Overtones perform at Mainely Brews Restaurant
FMI: www.mainelybrews.com

Sept 23 6-10P Woodford Family Services celebrates its 50 yrs. At its Family in Focus 2017 Auction Gala at Marriott at Sable Oaks, S. Portland
FMI: www.woodfords.org

Sept. 24 10:15A-12:15P School Street Yoga hosts Ame Wren’s Workshop
FMI: www.schoolstreetyoga.com

Sept. 28 7:30A Maine Development Foundation Annual Meeting at the Cross Center in Bangor.
FMI: www.mdf.org

Sept. 28 8A-5P Mental Health First Aid for Healthcare Workers at Ford Grant Conference Room, Inland Hospital
FMI: www.emhs.org

Sept 29-Oct 1 7:15A Waters Edge Wellness Retreat at Snow Pond Center for the Arts
FMI: www.yoga.snowpond.org

Sept. 30 2-4P KVCAP presents Fall Family Fun Festival at Crayford Orchard
FMI: www.kvcap.org

Want to be a sponsor of the InTouch Newsletter?? We want you to. This Space Could be yours! Contact the Chamber office to get more info. 873-3315 or marketing@midmainechamber.com
KV Connect, Waterville’s premiere young professionals’ organization, is excited to announce the launch of its new website at www.kvconnect.org.

Over the past several months, KV Connect has partnered with CGI Technologies & Solutions Group of Waterville to design a modern, user-friendly website that more closely represents the mission of the organization. “KV Connect is growing, and we’re excited to use this resource to share what we’re working on with our community,” said Jeff Ferguson, Marketing and Communications chairperson for KV Connect.

The website targets professionals between the ages of 21-40 who live or work in the greater Waterville area. Along with improved navigation and mobile device responsiveness, visitors to www.kvconnect.org can learn about current members, find out about networking opportunities, request information and become involved in the organization.

Don’t You Want To Know How Technology Works?

Disclaimer, I am not a technology person I work in customer service. I am millennial, even so I do not, and have never, identified as a tech person. Of course, I grew up around computers and my “ok google” answers all my questions. So when Central Maine Growth Council and CGI Technologies & Solutions started hosting tech night I said, “Well that’s not for me.” However, after Garvan Donegan convinced me to try it out, I am hooked. The guest speakers bring a wealth of knowledge over a broad range of issues, which not only stem from technology but also effects all of us in our everyday lives not just those who work in IT.

The first half hour or so is a time for networking, where we can get acquainted with the rest of the group and the presenters. It’s a time to build comradery and familiarity with each other, so if something comes up in the presentation and you do not understand or want to know more about you feel comfortable to ask questions and make conversation. The presentations are topical, for instance; how are individuals able to hack through firewalls, what is a firewall anyway, and how does it work, to radio waves and how they correlate with our phones and internet, and how do you know you are even on a secure website to give your personal information to?

Continued on page 8

Kennebec Montessori School celebrated its 40 years as the oldest Montessori school in Maine with a groundbreaking ceremony. Its plan is to raise $40K in 40 days for its expansion.

To donate visit: http://www.kennebecmontessori.org/40-years-and-growing/.

Firehouse Subs of Waterville donated a search and rescue Sea Doo to the Waterville Fire Department. What a wonderful thing to do for your community.

Continued from page 2

KinderCare supports inclusion by providing access to our world-class curriculum programs, embracing inclusive participation in our programs, and offering support to our educators through training and consultation by our Education and Inclusion Services teams. Inclusion is not just a strategy for helping certain children overcome challenges; inclusion is a way of life at KinderCare.

The greater Waterville area is fortunate to have exceptional local childcare in facilities such as Educare, Alfond Youth Center, and Maine Children's Home for Little Wanderers, plus many smaller independent childcare options. But we see waiting lists everywhere, especially for infants. Mid-Maine Chamber is seeking a solution to this problem so that your employees feel confident that when they return to work their children are being cared for at the highest level and in a safe and nurturing environment.

Mid-Maine Chamber firmly believes that not just any childcare will do. Our emphasis on early childhood literacy, in order to produce an exceptional future workforce, led us to the KinderCare model. KinderCare puts education first while also providing the child with a nurturing place to learn and grow. In addition, KinderCare students consistently exceed the performance of similarly aged students without educational childcare in assessment surveys.
Surviving in Today’s Online Retail Environment

Brent Burger of Campbell’s True Value, Bull Moose’s Brett Wickard, and Kathy Corey Day’s Jewelers will discuss what a small business can do to remain competitive against global competition.

Cost per person: $18 members, $25 at the door & non-members
To reserve your seat, call: 207-873-3315 or email: programs@midmainechamber.com

September 14
5:00pm to 7:00pm
Hathaway Creative Center
10 Water Street, Waterville

From NASA’s Jet Propulsion Laboratory to Software Development for Businesses:
A Retrospective of 40+ Years in Technology & Innovation
Presented by:
Elgin Hushbeck - Manager, Development Competency CGI

Sponsored by: CGI

September 12
5:00pm to 7:00pm
at
4 Sanger Ave, Waterville
benefiting Spectrum Generations

Sponsored by:
KeyBank Inland Hospital

Continued from page 1
members as well as new business start ups in our area. Their request led to a larger discussion about our role in the region and the continued need to localize area economic development services. With the Small Business Development Center’s addition to site, we become a one stop shop for business services in mid-Maine.

Since space is becoming a concern, particularly with this organizational addition, Mid-Maine Chamber's board of directors decided in July to expand its physical location. In order to do it correctly and maximize parking, designs were developed which included tearing off the former credit union drive-thru as well as the "drive thru addition" which consisted of Tanya's former office and half of the copy room. An addition which adds the missing half of the copy room as well as four offices and a couple of large storage closets is being constructed by Fairfield Drafting & Construction, a member that we selected through an RFP process in 2010 when building renovations were undertaken. Fairfield Drafting selected its subcontractors from Chamber members in good standing. Most, if not all, of the construction expenses will be paid for with accumulated savings in anticipation of this future action. The targeted completion date is mid-September in time for CEI’s Small Business Development Center advisor to move in.

Bruce Harrington, Chamber board chair, adds his approval of the Chamber growth. "2017 is turning out to be a year of tremendous growth and strengthened partnerships for the Mid-Maine Chamber. Moreover, we anticipate that this partnership with CEI's Small Business Development Center is only the beginning of fortified relationships under the umbrella of economic and workforce development. Keep your ear to the ground; there's more progressive news to come!"

A ribbon cutting and open house will be held in the fall at 50 Elm Street. All will be invited to tour our newly expanded facility and meet the new business advisor.
Laura Rowe, account manager, of GHM Insurance Agency has successfully completed the Certified Insurance Counselors Agency Management Institute. Reilly Kons of GHM Insurance Agency has successfully completed the licensing exam to be a property casualty insurance agent. Way to go!

The Maine Supreme Judicial Court appointed Cathy DeMerchant, president and co-owner of Capital Area Staffing Solutions Inc., as the chairwoman of the Board of Overseers of the Bar.

New Dimensions FCU announces the addition of Tanya Verzoni as its new director of financial education and staff development. Verzoni will oversee the member financial literacy program by conducting trainings for existing Credit Union members, college students, high school students, and employee groups at local businesses. Additionally, she will assist supervisors to develop staff training plans and new staff orientation.

Jessica L. Laliberte was hired as the first executive director at the Maine Ambulance Association. Laliberte is the president of Liberte Consulting Group LLC., a media relations and public affairs consulting business in Waterville. Congratulations, Jessica!

Byung Kim, MD and Rachit Kumar, MD have joined MaineGeneral’s Harold Alfond Center for Cancer Care in the medical oncology department. Specializing in oncology and hematology, they also see patients at the Alfond Center for Health.

Serra Public Affairs announced the addition of two new team members, Lauren LePage and Jamie Logan who joined the firm after recently relocating its office to Riverview Terrace on Water Street in Augusta.

Skowhegan Savings Bank is pleased to announce that Christopher C. Farmer, Esq. has joined the bank as a vice president regional community banker focused on working with both commercial and retail customers in the Franklin County area. Well known to the area, Farmer most recently was the general manager, chief financial officer and in-house counsel of Saddleback Ski Resort in Rangeley.

Maine Communications Consulting LLC. has welcomed 2 new members to its team: Virginia Larrabee and Christi Larrabee.

Local artist and educator Serena Sanborn was hired at Waterville Creates! for the role of education and outreach coordinator beginning Sept. 1. The position, reporting to Patricia King, vice president of programs and operations of Waterville Creates!, was created to foster deeper collaborations and expand programming through Common Street Arts, Waterville Creates!’ programmatic arm.

Did you know the Chamber sells mailing lists for $40? Call today to get one 873-3315.
**Member News**

**Congratulation to Mid-ME Chamber members who made the 2017 Best Places to Work list:** Kennebec Federal Savings; Allen Insurance and Financial; Day One; Day’s Jewelers; JMG; Skowhegan Savings Bank; Bangor Savings Bank; Edward Jones; Redington-Fairview General Hospital; TD Bank, America’s Most Convenient Bank; T-Mobile US.

Maine Communications Consulting LLC is running a weekly give-a-way of a $10 gift certificate of choice for Chamber members. See www.maineccc.com for details.

Coastal Enterprises Inc. has earned the highest Leadership in Energy & Environmental Design accreditation for its new HQ in Brunswick according to MaineBiz. The platinum LEED designation for energy efficiency & sustainability is one of only just 6 awarded for new commercial construction in ME since the standard was created. Way to go!

Paper Klip reminds you that it has new calendars & planners now in stock: Academic Calendars as well as Calendars for ‘18. Purchase $175 in qualifying 3M products & get a $25 iTunes Gift Card. Products include desk risers, privacy filters, monitor arms, keyboard trays & more. Offer valid until 12/31/17. FREE delivery to the greater Waterville area.

The Maine Public Utilities Commission gave Cianbro the okay to enter a long-term contract with Central Maine Powers Co. for power generated at its 57 acre solar farm in Pittsfield. The $24.2M solar farm has been approved by environmental regulators and its expected to be connected to the grid and begin generating at half capacity by December.

New Dimensions FCU held its fourth annual Cruisin’ For a Cure Car Show and raised over $12,000 for Maine Children’s Cancer Program.

**Continued from page 5**

Again, I’m not a tech person, but now from attending Tech Night, I have been connected to incredible people with a wealth of knowledge, and have gained knowledge myself I wouldn’t otherwise have. I look forward each month to seeing the group grow and add new topics for discussion. Tech Night is more than just free pizza and beer (but that’s a huge plus); Tech Night is a network welcoming of people to learn and to communicate in our area. I hope to see you at the next Tech Night hosted by Central Maine Growth Council sponsored by CGI September 14th at Hathaway Creative Center in Waterville.

Written by: Molly Woodward Senior Customer Service Specialist at Bangor Savings Bank, Secretary of KV Connect
A gift of $8.3M from a Colby College family will name the basketball arena for the planned new athletic complex and provide important funds to accelerate the pace of progress at the College.

KV Crossfit has moved to 10 Water Street, Suite 119, Waterville. They will be offering some new classes: 60 plus classes and Yoga. Check out the new location!

The Maine Academy of Natural Sciences recently received a $5600 grant from Western Mountains Fund of the ME Community Foundation to provide technology for a new program, Threshold Program, starting in Sept.

The Kennebec Valley Chapter of Credit Unions, including Winslow Community, Taconnet, New Dimensions FCU, Maine State, KV, KSW, Sebasticook Valley, Five County, Franklin-Somerset, Connected and Capital Area Credit Unions had a very successful Christmas in July. The Credit Union’s held a fundraiser to collect gift items and cash for the Maine Children’s Home for Little Wanderers Christmas Program. There was an entire room full of donations, in addition to $1144 in cash.

For the 3rd time in 5 yrs, AT&T has been named the top community-minded communications company in the U.S. by The Civic 50. Congratulations!

Money Magazine recently ranked Thomas College #23 of 50 national colleges that add the most value. The ranking was a part of the publication’s ‘17-18 "Best Colleges Where Alums Beat the Odds" list.

8th annual PFBF CPAs "Run the Numbers" 5K & Kids Fun Run held on June 17th partnered with the Alfond Youth Center & raised $17,200 for its Camp Tracy Campership Fund! Wow!

The Loyal Biscuit Co., an independent dog & cat retailer opened its fifth retail location 421 Wilson Street in Brewer.

KVCC is expanding its capacity to reach individuals who want to become child care and preschool teachers, educational technicians, or home child-care providers the opportunity to enroll in its online Associate in Applied Science in Early Childhood Education program with free tuition!

Sexual Assault Crisis and Support Center received the most votes for the Maine nonprofit nominated for the Red Sox Foundation's 2017 IMPACT Awards! As the first place winner, SAC&SC received $10,000!!!

Thomas College’s Harold Alfond Institute for Business Innovation, working with the Central Maine Growth Council, is sponsoring a new effort to showcase budding entrepreneurs in our region at the Business Breakfast Series. The Entrepreneur Spotlight will begin this month at the Sept. 14th 7:15 a.m. BBS entitled “Surviving in Today's Online Retail Environment”. Sept. features Christopher Hastings Confections. (see page 8 for more information on Business Breakfast Series)

Now accepting applications for 2018 Business After Hours. Call 873-3315 or email Kelly for details and an application programs@midmainechamber.com
Member Spotlight - CGI Technologies & Solutions

Tapping the Talent: Computer science major do real-world computing at CGI.

For computer science majors Austin Nantkes ’19 and Chris Marcello ’19, the path to a summer internship began with some serious competition.

CGI, Inc., a Montreal-based computer consulting firm that recently opened an onshore delivery center in Waterville, chose to do more than the usual application process. “During JanPlan we competed with another team to pitch an idea,” Nantkes said. After both teams had completed their pitches, the company would decide who would get the paid summer internship.

Two teams of Colby students were instructed to create a project proposal that used blockchain (which is the basis for bitcoin online currency) to make the process of sending and receiving college transcripts easier. Both teams were offered a summary internship, but only Nantkes and Marcello were able to accept.

“We’re basically developers, so they give us full developer computers, they give us a workstation, they set us up and they say, ‘This is what you need to do today, get it done’,” Nantkes said. Marcello noted that their supervisor gives them both responsibility and respect. “If we tell our boss, ‘I don’t know if we can do this,’ or ‘There’s a better way to do this’, he’s immediately listening.”

Because CGI is an information technology consulting firm working with clients from a variety of industries, developers work on a variety of projects which makes for an interesting workplace, the pair said. The large, open room that employees work in is filled with short cubicles and individual workspaces. When different teams form, workers can simply put their belongings into a rolling filing cabinet and set up in a new order.

In addition to learning what it’s like to work full-time, Nantkes said one of his favorite things about CGI is the opportunity to work with a wide array of colleagues, from Thomas College interns to experienced developers with advanced degrees. Nantkes, who is considering entering a master’s program after Colby, said it’s been helpful to learn about their colleagues’ career paths and the ways they have specialized within their field.

Though Marcello plans to go abroad during the fall semester, Bryant said they have offered Nantkes a part-time position at CGI during the school year.
**Best Sandwich**

**Chicken Parmesan Sandwich**

Amici’s Cucina

The chicken was perfectly cooked and very tender in this sandwich with just the right amount of marinara sauce and cheese. Comfort food at its best!

**Best Entrée & Best Dessert**

**Chicken Alfredo Pasta Roll/Bread Pudding**

Parsonage House

The presentation of this dish was beautiful with fresh tomatoes topping the pasta roll adding bright pop of color. The judges loved that this entrée was very cheesy but not too heavy for a warm summer evening. One of the judges remarked that is was unequivocally the best dish on the table.

Again this year, the judges had to choose from many delectable desserts. The bread pudding was mouthwatering and full bodied but not too heavy to end the meal. This bread pudding is a two-time winner and worth every calorie!
This year’s Best in Show once again goes to MaineGeneral Health for it’s all around presentation. Their commitment to making food not only delicious but healthy impressed the judges. We loved the use of unfamiliar ingredients and the recipe cards that came with every dish.

Best Appetizer & Best Booth
Lobster Stew
Mainely Brews

The Lobster Stew from Mainely Brews is a perennial winner. The judges loved the large chunks of lobster in the delicious creamy broth. A true Maine favorite.

The extra effort that Mainely Brews puts in to their presentation is a delight every year. Fresh flowers and plants, both hanging and positioned around the booth leave all patrons with a wonderful feeling of summer.

Best International Dish
Chicken Tikka Masala
Jewel of India

The judges loved the addition of several international flavors this year, the best of which was the Chicken Tikka Masala. The curry added just the right amount of spice to not overpower the rest of the dish. It was true Indian cuisine in central Maine.
September 14:  Surviving in Today’s Online Retail Environment
Brent Burger of Campbell’s True Value, Bull Moose’s Brett Wickard, and Kathy Corey of Day’s Jewelers will discuss what a small business can do to remain competitive against global competition.

October 12:  Health Care Reform: Learn what is Happening in Washington and What YOU Can Do to Lower Your Health Care Costs
Let Joel Allumbaugh of The Allumbaugh Agency give you the latest, up-to-the-minute report on DC’s ACA restructuring efforts as Maine has influenced the reforms on the national stage.

November 9:  Customer Service: 7 Ways to Engage Your Target Audiences on Social Media
Nancy Marshall Communications will cover tips on how businesses and organizations can better engage their target audiences on social media and e-mail by seeing the world from their eyes and also how to measure the effectiveness of your communications.

December 7:  Marketing: Branding Your Business
Sheldon Perkins, senior account executive at Vreeland Marketing will discuss what a brand is and how applying a brand consistently over time can generate exponential results from marketing efforts.

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Thank you to our sponsors:

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Held at Thomas College Spann Student Commons in the Summit Room from 7:15 a.m. to 9:00 a.m.

September 14: Surviving in Today’s Online Retail Environment
Brent Burger of Campbell’s True Value, Bull Moose’s Brett Wickard and Kathy Corey of Day’s Jewelers will discuss what a small business can do to remain competitive against global competition.

Kathy Corey
Vice President of Merchandising
and Vice President of Personnel
at Day’s Jewelers

Brett Wickard
founder of Bull Moose

Brent Burger owner of
Campbell’s Agway
True Value

Cost per person: $18 members, $25 at the door & non-members.
Mid-Maine Chamber of Commerce, 50 Elm Street, Waterville, ME 04901-6015
TO REGISTER: E-mail: programs@midmainechamber.com • PHONE: 873-3315 • FAX: 877-0087
(Please note: To cancel, please call the Chamber two (2) business days prior to the event to avoid being charged.)
$10 DISCOUNT off the AAA Roadwise Driver Class with auto insurance quote PROMO CODE: MO17

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- Online course also available

October 12th @ Rita's Catering
220 Main St., Waterville
Call 800-647-4651 TODAY!

Or visit seniordriving.aaa.com for the online course

CALL 855-828-4943 CLICK AAA.com/aaaroadwise VISIT your local AAA branch

Maine licensed drivers 55 years of age or older may receive an insurance premium discount upon successful completion of the online or classroom course. Certain restrictions may apply. NH and VT drivers should inquire with their insurance provider for available discounts. 2019 class discount offer valid for ME, NH and VT residents through 12/31/19. For more information, please register for the AAA Roadwise Driver class and receive an insurance quote for AAA insurance. Non-quotes only. Not valid for online quotes. AAA insurance not required. NO PURCHASE REQUIRED FOR QUOTE. AAA Northern New England membership may reduce the price of paid enrollment of group of 5 vehicles or more per household. AAA assistance is a collection of AAA branded products, services and programs available to qualified AAA members. AAA personal lines insurance is provided by The Farmers Insurance Exchange. AAA Northern New England is the licensed agent for the Exchange. This offer may be subject to state laws. Terms and conditions apply. This offer may not be used in combination with any other offer. Membership in AAA is not required for discount offer. Driving school schedules, location and pricing subject to change without notice. Copyright © 2019 AAA Northern New England, All Rights Reserved.
Travel Show

Wed, Sept 27
5:30pm

AAA Travel
13 Washington St
Waterville

The Americas

Join Matthew Voccola from AAA Member Choice Vacations for an evening exploring the Americas. Surround yourself with the natural beauty of Costa Rica, embrace the captivating cultures and lively rhythms of Brazil, Argentina, and Chile, or saddle up for a classic adventure in the American West and much more! Whichever path you choose, AAA Travel and AAA Member Choice Vacations can help make your dream trip become a reality.

Space is limited. RSVP today 800-359-2106.
The PROPER PIG
WATERVILLE, MAINE

FRANK THE TANK
BACON DUSTED FRIES
POrk BELLY BUNS & MUCH MORE!

Lunch
(Thursday-Saturday 11-3)
Happy Hour
3:00 to 6:00 p.m.

New Expanded Dining Room

Private Functions
(lunch and dinner for corporate events, birthdays, receptions, etc)

Great Beer, Wine and Drink selections!

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- Marketing Support

For more information on our Human Resources Consulting services, please contact:

PBC Consulting
Waterville | Auburn | Portland

Bethany Mitchell-Legro, SHRM-CP
VP HR Division

Bethany@pbcmaine.com
207-873-5101
ghmagency.com
The Leadership Academy

Leaders aren’t born, they’re created. However, they need the right instruction, mentorship and guidance to draw out that inner talent and drive to become effective and skilled leaders.

The Leadership Academy has been created to provide the right skills within the right context to assist those individuals looking to take on leadership roles in the ranks of supervisory, management, and executive positions within their organizations.

Leadership Symposium
Wednesdays - Oct 11, 18, 25, Nov 1, 8, 15
Meeting time: 2:15 PM to 5:15 PM
Cost: $225* (Value: $450)
Room: AD-123

A 6-week intensive program focused on professionals who are managers, directors, and executives. The program focuses on the aspects of leadership through influence without authority, high-performance teams, strategic planning, negotiation, and conflict resolution skills.

*Generous scholarship provided by the Harold Alfond Institute for Business Innovation

Introduction to Supervision
Thursdays - Oct 12, 19, 26, Nov 2, 9, 16
Meeting Time: 2:15 PM to 5:15 PM
Cost: $225* (Value: $450)
Room: AD-123

A 6-week intensive program focused on employees who are ready to advance to supervisory or management roles. Topics covered include stepping up, managing people, conflict management, and resolution.

Project Management
Introduction to Project Management Principles
Tuesdays - Oct 17, 24, 31, Nov 7, 14, 21
Meeting Time: 6 PM to 9 PM
Cost: $225* (Value: $450)
Room: AD-123

Gain insight on the techniques, processes, and tools used in Project Management in order to effectively utilize resources and time. Learn concepts such as project management framework, feedback loops, and team communication. This course is for newcomers and early career practitioners involved in project management.

www.thomas.edu/institute

Skills Center

As professionals we all need to advance our skills, hone our expertise, and stay on top of our game. The following courses will help hone your skills in these particular subject areas or expose you to them for the first time.

Masterful Communications
Thursdays - Oct 12, 19, 26
Meeting Time: 2:15 PM to 5:15 PM
Cost: $112* (Value: $225)
Room: AL-116

Learn how to effectively speak to coworkers and customers, compose emails and present ideas.

High-Performance Sales
Mondays - Oct 16, 23, 30
Meeting Time: 2:15 PM to 5:15 PM
Cost: $112* (Value: $225)
Room: AD-123

Become skilled in listening to your customer, understanding their needs and making a winning sales pitch.

Customer Service
Wednesdays - Oct 11, 18, 25
Meeting Time: 2:15 PM to 5:15 PM
Cost: $112* (Value: $225)
Room: AL-228

Master the ability to deal with difficult customers, defuse volatile situations and resolve conflicts.
Why is Professional Development so Important?

We know that your greatest asset is your people. In turn, your people's greatest asset to your business is their skill set.

The Harold Alfond Institute for Business Innovation assists businesses in Central Maine to stay competitive and advance their position in the marketplace. One of the best ways to do this is to make sure that your employees have the most advanced and up-to-date skills as possible.

The Institute is offering a suite of courses designed for everyone on your team to advance their knowledge and expertise. Each course can be customized for your organization and offered at your place of business.

What We Provide

- Courses, seminars, and workshop opportunities to upgrade your workforce's skill set
- Program offerings in key development areas such as leadership, supervision, and project management
- Offerings can be customized for your business and delivered on-site
- Certificates and Continuing Education Units (CEU's) available

How to Register for a Course:
www.thomas.edu/institute

For More Information or Assistance:
Call Josh Devou at 207-859-1159 or email haibicoor@thomas.edu

We look forward to meeting you!
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